

Privacy Act Statement. Every registration statement, short form registration statement, supplemental statement, exhibit, amendment, dissemination report, copy of political propaganda or other document or information filed with the Attorney General under this act is a public record open to public examination, inspection and copying during the posted business hours of the Registration Unit in Washington, D.C. One copy is automatically provided to the Secretary of State pursuant to Section 6(b) of the Act, and copies of such documents are routinely made available to other agencies, departments and Congress pursuant to Section 6(c) of the Act. Finally, the Attorney General transmits an annual report to the Congress on the Administration of the Act which lists the names of all agents and the nature, sources and content of the political propaganda disseminated or distributed by them. This report is available to the public.

Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .49 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

*Furnish this exhibit for EACH foreign principal listed in an initial statement
and for EACH additional foreign principal acquired subsequently.*

1. Name and address of registrant JEFFERSON WATERMAN INTERNATIONAL 1341 G STREET, N.W., SUITE 1100, WASHINGTON, D.C. 20005	2. Registration No. 4990
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3. Name of foreign principal JAPAN EXTERNAL TRADE ORGANIZATION	4. Principal address of foreign principal 1221 Avenue of the Americas New York, NY 10020
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5. Indicate whether your foreign principal is one of the following type:

☐ Foreign government

☐ Foreign political party

☒ Foreign or ☐ domestic organization: If either, check one of the following:

☐ Partnership

☐ Committee

☐ Corporation

☐ Voluntary group

☐ Association

☒ Other (specify) See #9

☐ Individual—State his nationality _____

6. If the foreign principal is a foreign government, state:

a) Branch or agency represented by the registrant.

N/A

b) Name and title of official with whom registrant deals.

7. If the foreign principal is a foreign political party, state:

a) Principal address

N/A

b) Name and title of official with whom registrant deals.

c) Principal aim

8. If the foreign principal is not a foreign government or a foreign political party,

a) State the nature of the business or activity of this foreign principal

Trade promotion and research organization

b) Is this foreign principal

Owned by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Directed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Controlled by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Financed by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Subsidized in whole by a foreign government, foreign political party, or other foreign principal Yes ☒ No ☐

Subsidized in part by a foreign government, foreign political party, or other foreign principal Yes ☐ No ☒

9. Explain fully all items answered "Yes" in Item 8(b). (If additional space is needed, a full insert page may be used.)

The Japan External Trade Organization (JETRO) is a wholly-owned organization of the Government of Japan and part thereof, created by special legislative enactment, for the purpose of promoting trade between Japan and other countries and to develop better trade relations between Japan and such other countries. JETRO maintains various offices in the United States and its offices here are engaged primarily in economic and market research, dissemination of economic and trade information on Japan as well as trade show participation, and its functions are believed to be similar to those of the United States Center (of the United States Department of Commerce) in Japan and other foreign countries.

10. If the foreign principal is an organization and is not owned or controlled by a foreign government, foreign political party or other foreign principal, state who owns and controls it.

N/A

Date of Exhibit A

3-23-95

Name and Title
Carolyn M. Cuppernull
Chief Admin. Officer
The Jefferson Group

Signature

Carolyn M. Cuppernull

INSTRUCTIONS: A registrant must furnish as an Exhibit B copies of each written agreement and the terms and conditions of each oral agreement with his foreign principal, including all modifications of such agreements; or, where no contract exists, a full statement of all the circumstances by reason of which the registrant is acting as an agent of a foreign principal. This form shall be filed in triplicate for each foreign principal named in the registration statement and must be signed by or on behalf of the registrant.

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Public Reporting Burden. Public reporting burden for this collection of information is estimated to average .33 hours per response, including the time for reviewing instructions, searching existing data sources, gathering and maintaining the data needed, and completing and reviewing the collection of information. Send comments regarding this burden estimate or any other aspect of this collection of information, including suggestions for reducing this burden to Chief, Registration Unit, Criminal Division, U.S. Department of Justice, Washington, D.C. 20530; and to the Office of Information and Regulatory Affairs, Office of Management and Budget, Washington, D.C. 20503.

Name of Registrant	Name of Foreign Principal
JEFFERSON WATERMAN INTERNATIONAL	JAPAN EXTERNAL TRADE ORGANIZATION

Check Appropriate Boxes:

1. ☒ The agreement between the registrant and the above-named foreign principal is a formal written contract. If this box is checked, attach three copies of the contract to this exhibit.
2. ☐ There is no formal written contract between the registrant and foreign principal. The agreement with the above-named foreign principal has resulted from an exchange of correspondence. If this box is checked, attach three copies of all pertinent correspondence, including a copy of any initial proposal which has been adopted by reference in such correspondence.
3. ☐ The agreement or understanding between the registrant and the foreign principal is the result of neither a formal written contract nor an exchange of correspondence between the parties. If this box is checked, give a complete description below of the terms and conditions of the oral agreement or understanding, its duration, the fees and the expenses, if any, to be received.

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CRIMINAL DIVISION
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INTERNAL SECURITY
SECTION
REGISTRATION UNIT

4. Describe fully the nature and method of performance of the above indicated agreement or understanding.

Registrant will provide Foreign Principal periodic oral and written analyses regarding political developments in East Asia and The Pacific Region. In this capacity, Registrant will track relevant developments in U.S. policy fora, including in the Executive and Legislative Branches. Activities may include, but are not limited to, conversations with Executive and Legislative Branch employees, attendance at relevant Congressional hearings, and briefings by government and non-governmental sources tracking developments in the region.

5. Describe fully the activities the registrant engages in or proposes to engage in on behalf of the above foreign principal.

See #4

6. Will the activities on behalf of the above foreign principal include political activities as defined in Section 1(o) of the Act?

Yes ☒ No ☐

If yes, describe all such political activities indicating, among other things, the relations, interests or policies to be influenced together with the means to be employed to achieve this purpose.

Registrant may consult with Executive and Legislative Branch employees to discern U.S. policy developments in East Asia and the Pacific Region.

Date of Exhibit B	Name and Title	Signature
3/23/85	Carolyn M. Cuppernull Chief Admin. Officer The Jefferson Group	Carolyn M. Cuppernull

'Political activity as defined in Section 1(o) of the Act means the dissemination of political propaganda and any other activity which the person engaging therein believes will, or which he intends to, prevail upon, indoctrinate, convert, induce, persuade, or in any other way influence any agency or official of the Government of the United States or any section of the public within the United States with reference to formulating, adopting, or changing the domestic or foreign policies of the United States or with reference to the political or public interests, policies, or relations of a government of a foreign country or a foreign political party.



RESEARCH AGREEMENT

THIS AGREEMENT is made between the Japan External Trade Organization in New York and the firm of Jefferson Waterman International ("The Firm"), in Washington, D.C.

(1) The Japan External Trade Organization and the Firm have agreed that the Firm shall render periodical reporting and analysis services regarding political developments in East Asia and the Pacific Region.

(2) In carrying out the above operations, the Firm will utilize its personnel in accordance with its decisions as to devoting its best resources to each of the tasks undertaken.

(3) The Japan External Trade Organization will pay the Firm a fee of twelve thousand dollars (\$12,000) for the period of three months, beginning January 1, 1995, inclusive of all charges and expenses with the exception of travel expenses. Upon the signing of this Agreement, twelve thousand dollars (\$12,000) shall be paid to the Firm.

(4) This Agreement is for a three-month period, and may be extended for an additional period by mutual agreement, on terms acceptable to both parties.

IN WITNESS WHEREOF, the parties have caused this agreement to be executed by their duly authorized representatives on the dates written below.

The Japan External Trade Organization

By: Shinori Taketani

Date: 1-26-95

Jefferson Waterman International

By: Ann B. Wroblewski
Ann B. Wroblewski, President

Date: 1-26-95